

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Jun 2020	Jun 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	51	38	+34.2%	163	181	-9.9%
New Listing Volume	\$20,002,820	\$12,637,200	+58.3%	\$64,729,919	\$66,943,885	-3.3%
Active Listing Count	42	66	-36.4%	NA	N/A	
Active Listing Volume	\$22,349,620	\$24,963,985	-10.5%	NA	N/A	
Average Listing Price	\$532,134	\$378,242	+40.7%	\$444,881	\$413,007	+7.7%
Median Listing Price	\$407,000	\$349,995	+16.3%	\$374,549	\$358,061	+4.6%
Median Daysin RPR	25	39	-35.9%	50.8	64.42	-21.1%
Months of Inventory	1.8	2.8	-33.6%	1.8	2.2	-20.1%
Absorption Rate	54.76%	36.36%	+18.4%	55.7%	44.52%	+11.2%
Sales Activity Charts Metrics						
New Pending Sales Count	46	33	+39.4%	154	168	-8.3%
New Pending Sales Volume	\$16,818,599	\$10,619,300	+58.4%	\$53,799,594	\$62,664,000	-14.1%
Pending Sales Count	55	38	+44.7%	N/A	N/A	
Pending Sales Volume	\$19,986,399	\$13,674,300	+46.2%	N/A	N/A	
Cloæd Sales Count	24	35	-31.4%	111	132	-15.9%
Closed Sales Volume	\$7,875,300	\$15,003,500	-47.5%	\$37,480,162	\$48,061,350	-22%
Average Sales Price	\$328,138	\$428,671	-23.5%	\$337,659	\$364,101	-7.3%
Median Sales Price	\$316,250	\$363,000	-12.9%	\$312,342	\$323,334	-3.4%







#### **New Listings**

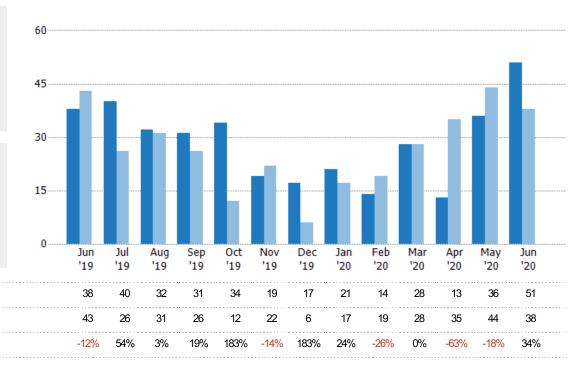
The number of new residential listings that were added each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Wlnooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jun '20	51	34.2%
Jun '19	38	-11.6%
Jun '18	43	-7%



### **New Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

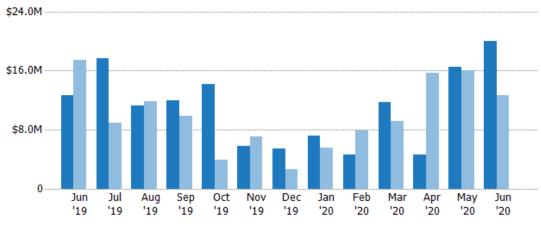
The sum of the listing price of residential listings that were added each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Wlnooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$20M	58.3%
Jun '19	\$12.6M	-27.4%
Jun '18	\$17.4M	-21.2%



 Current Year
 \$12.6M \$17.7M \$11.3M \$12M \$14.2M \$5.79M \$5.45M \$7.25M \$4.62M \$11.8M \$4.64M \$16.5M \$20M

 Prior Year
 \$17.4M \$8.91M \$11.8M \$9.87M \$3.92M \$7.02M \$2.67M \$5.55M \$7.85M \$9.14M \$15.7M \$16.1M \$12.6M

 Percent Change from Prior Year
 -27% 99% -4% 21% 263% -18% 104% 31% -41% 29% -70% 2% 58%



#### **Active Listings**

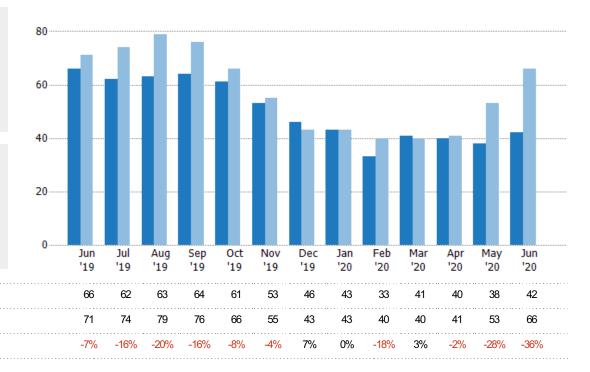
The number of active residential listings at the end of each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jun '20	42	-36.4%
Jun '19	66	-7%
Jun '18	71	-8.5%



### **Active Listing Volume**

Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active residential listings at the end of each month.

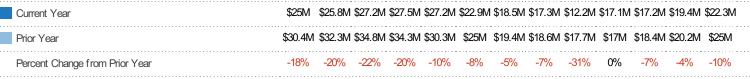
Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Wlnooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$22.3M	-10.5%
Jun '19	\$25M	-18%
Jun '18	\$30.4M	-21.9%







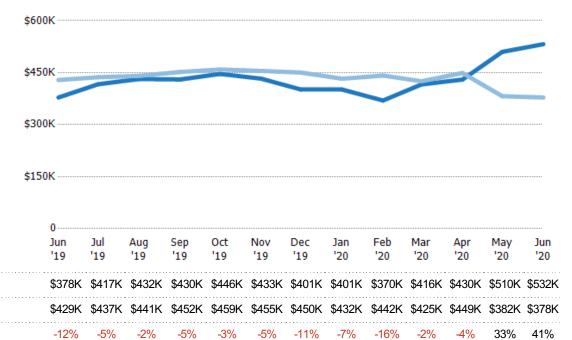


#### **Average Listing Price**

The average listing price of active residential listings at the end of each month.







### Median Listing Price

Percent Change from Prior Year

Current Year

Prior Year

The median listing price of active residential listings at the end of each month.

\$500V

Filters Used	
ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408	
Property Type: Condo/Townhouse/Apt, Single Family Residence	

Month/ Year	Price	% Chg.
Jun '20	\$407K	16.3%
Jun '19	\$350K	9.4%
Jun '18	\$320K	-0.1%

Percent Change from Prior Year

	/5K												
\$25	50K												
,													
\$12	25K												
	0												
	0 Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20
	'19		Aug '19 \$350K										'20
	'19 \$350K	\$345K		\$339K	\$350K	\$340K	\$335K	\$350K	\$360K	\$360K	\$378K	\$392K	'20 \$407K

Current Year

Prior Year



#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

# Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

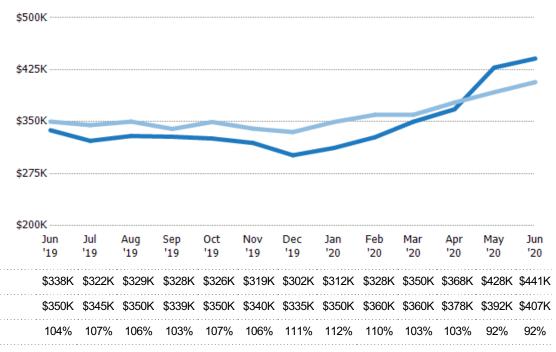
#### Filters Used

Avg Est Value

Avg Listing Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Listing Price as a % of Avg Est Value





Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value

#### Median Days in RPR

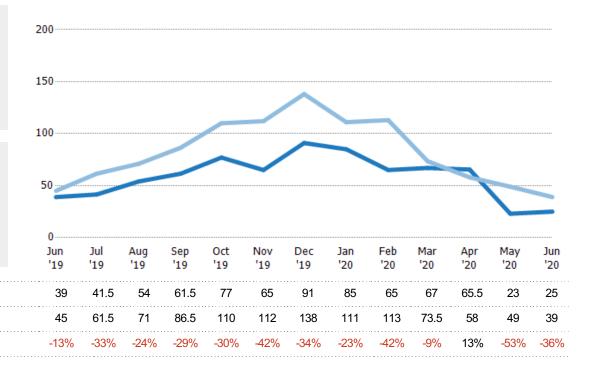
The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Days	% Chg.
Jun '20	25	-35.9%
Jun '19	39	-13.3%
Jun '18	45	24.4%



### Months of Inventory

Percent Change from Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

Current Year

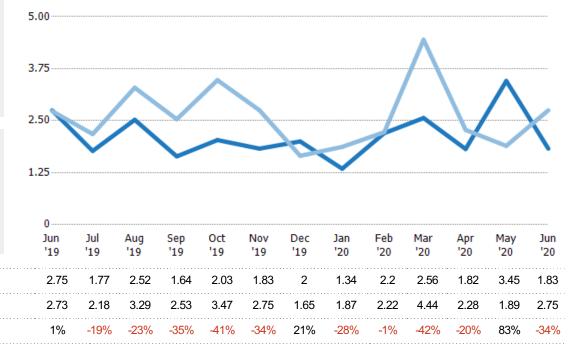
Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Months	% Chg.
Jun '20	1.83	-33.6%
Jun '19	2.75	0.7%
Jun '18	2.73	-15%

Percent Change from Prior Year



Current Year

Prior Year



#### **Absorption Rate**

The percentage of inventory sold per month.

#### Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single

Family Residence

Month/ Year	Rate	Chg.
Jun '20	55%	-18.4%
Jun '19	36%	0.3%
Jun '18	37%	17.6%

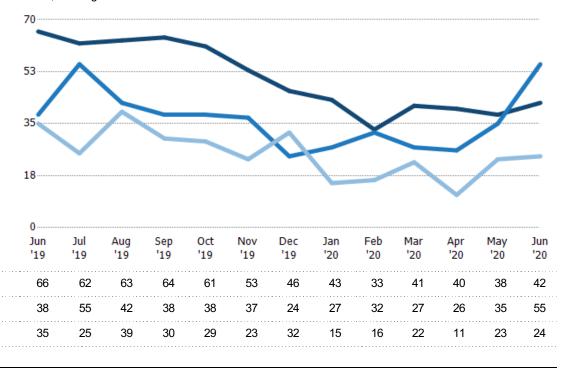


	19	19	19	19	19	19	19	20	20	20	20	20	'20
Current Year	36%	56%	40%	61%	49%	55%	50%	74%	45%	39%	55%	29%	55%
Prior Year	37%	46%	30%	39%	29%	36%	60%	53%	45%	23%	44%	53%	36%
Change from Prior Year	0%	-11%	-9%	-21%	-20%	-18%	10%	-21%	0%	-17%	-11%	24%	-18%

### Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence



Active Pending

Sold



#### **New Pending Sales**

The number of residential properties with accepted offers that were added each month.

Filters Used

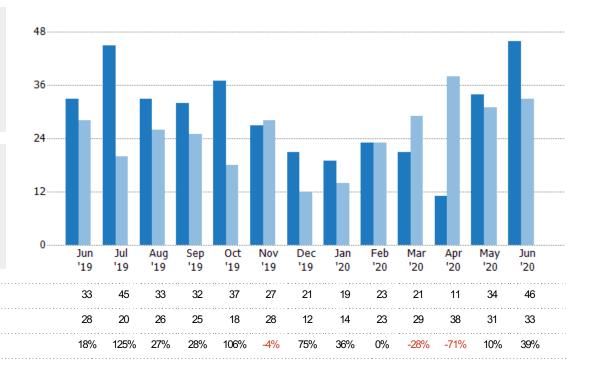
ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jun '20	46	39.4%
Jun '19	33	17.9%
Jun '18	28	3.6%

Current Year

Prior Year



#### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of residential properties with accepted offers that were added each month.

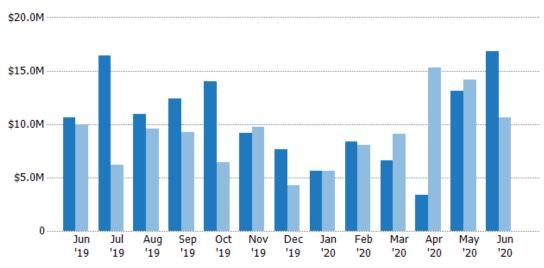
Eilters Used

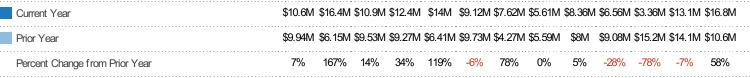
ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:

Condo/Townhouse/Apt, Single Family Residence

Volume	% Chg.
\$16.8M	58.4%
\$10.6M	6.9%
\$9.94M	-7.8%
	\$16.8M \$10.6M









#### **Pending Sales**

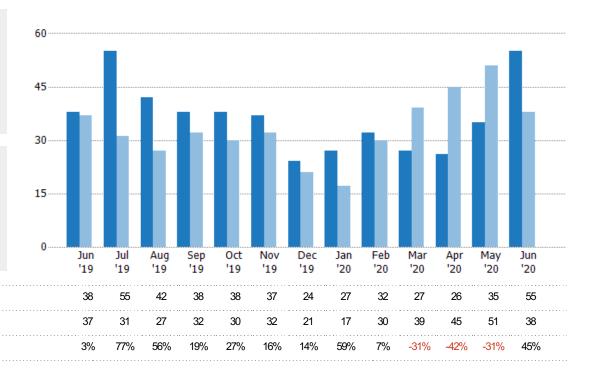
The number of residential properties with accepted offers that were available at the end each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jun '20	55	44.7%
Jun '19	38	2.7%
Jun '18	37	5.4%



### Pending Sales Volume

Percent Change from Prior Year

Current Year

Prior Year

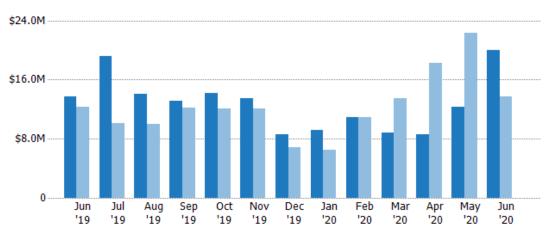
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

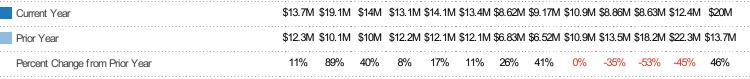
Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$20M	46.2%
Jun '19	\$13.7M	11.2%
Jun '18	\$12.3M	0.7%









#### **Closed Sales**

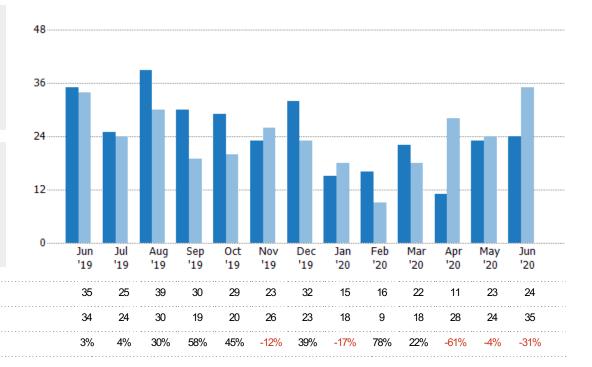
The total number of residential properties sold each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Month/ Year	Count	% Chg.
Jun '20	24	-31.4%
Jun '19	35	2.9%
Jun '18	34	20.6%



#### **Closed Sales Volume**

Percent Change from Prior Year

The sum of the sales price of residential properties sold each month.

Filters Used

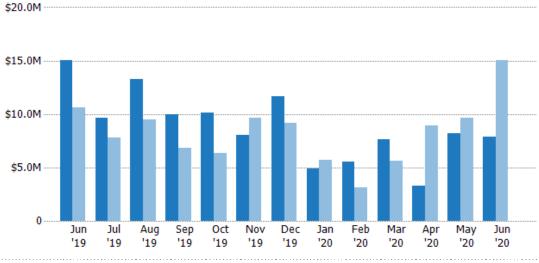
Current Year

Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type:

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Volume	% Chg.
Jun '20	\$7.88M	-47.5%
Jun '19	\$15M	41%
Jun '18	\$10.6M	14.6%



 Current Year
 \$15M
 \$9.65M
 \$13.3M
 \$10M
 \$10.1M
 \$8.04M
 \$11.7M
 \$4.91M
 \$5.57M
 \$7.65M
 \$3.29M
 \$8.18M
 \$7.88M

 Prior Year
 \$10.6M
 \$7.82M
 \$9.45M
 \$6.85M
 \$6.37M
 \$9.62M
 \$9.19M
 \$5.74M
 \$3.12M
 \$5.63M
 \$8.93M
 \$9.63M
 \$15M

 Percent Change from Prior Year
 41%
 23%
 41%
 46%
 59%
 -16%
 27%
 -14%
 79%
 36%
 -63%
 -15%
 -48%



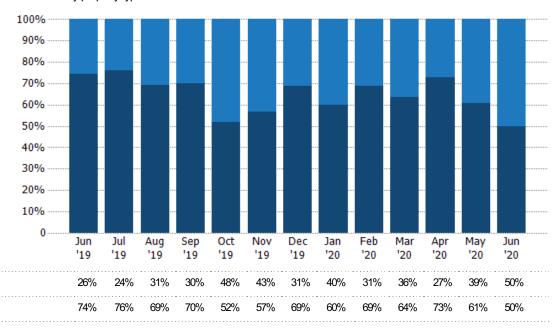
#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Wnooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



### **Average Sales Price**

Single Family Residence

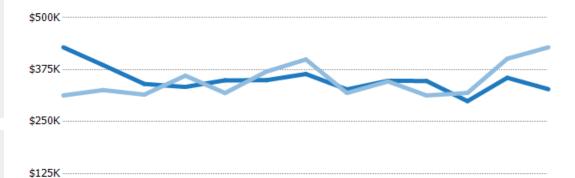
Condo/Townhouse

The average sales price of the residential properties sold each month.

Filters Used

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jun '20	\$328K	-23.5%
Jun '19	\$429K	36.9%
Jun '18	\$313K	-5%



	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	'19	'19	'19	'19	'19	'19	'20	'20	'20	'20	'20	'20
\$429K		\$341K					\$328K					

Current Year	\$429K	\$386K	\$341K	\$333K	\$349K	\$350K	\$365K	\$328K	\$348K	\$348K	\$299K	\$356K	\$328K
Prior Year	\$313K	\$326K	\$315K	\$360K	\$319K	\$370K	\$399K	\$319K	\$347K	\$313K	\$319K	\$401K	\$429K
Percent Change from Prior Year	37%	18%	8%	-8%	10%	-6%	-9%	3%	0%	11%	-6%	-11%	-23%



#### Median Sales Price

The median sales price of the residential properties sold each month.

#### Filters Used

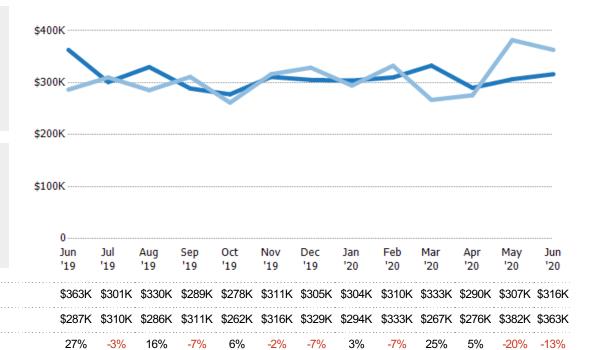
Current Year
Prior Year

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt. Single

Condo/Townhouse/Apt, Single Family Residence

Month/ Year	Price	% Chg.
Jun '20	\$316K	-12.9%
Jun '19	\$363K	26.7%
Jun '18	\$287K	-7.5%

Percent Change from Prior Year



### Average Sales Price vs Average Listing Price

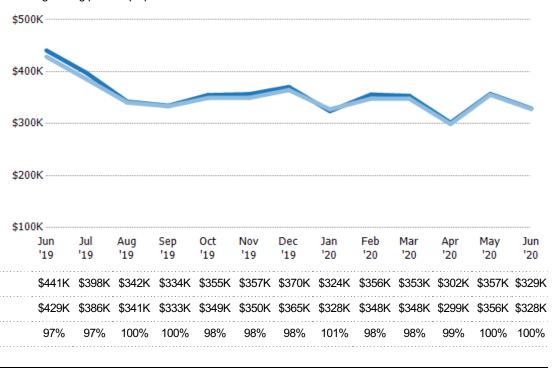
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Winooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price





Avg List Price

Avg Sales Price



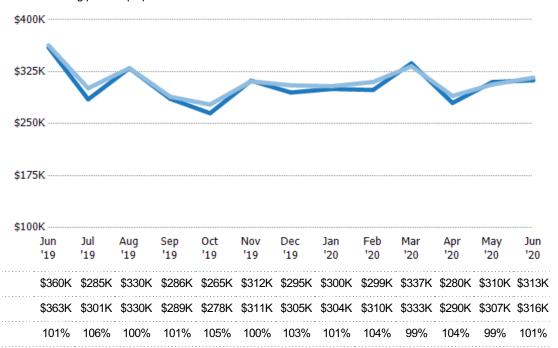
#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

ZIP: Burlington, VT 05401,
Burlington, VT 05402, Wnooski, VT
05404, Burlington, VT 05406,
Burlington, VT 05408

Property Type: Condo/Townhouse/Apt, Single Family Residence



#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

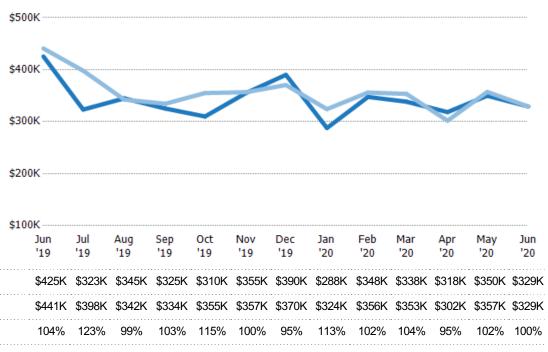
Median List Price

Median Sales Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Winooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price





Avg Est Value

Avg Sales Price





#### Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

#### Filters Used

Family Residence

Median Est Value

Median Sales Price

ZIP: Burlington, VT 05401, Burlington, VT 05402, Wnooski, VT 05404, Burlington, VT 05406, Burlington, VT 05408 Property Type: Condo/Townhouse/Apt, Single

